

Message Text

CONFIDENTIAL

PAGE 01 PEKING 00902 250729Z

12

ACTION EA-14

INFO OCT-01 ADP-00 EB-11 COME-00 SS-15 NSC-10 SAJ-01

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 OMB-01 XMB-07

RSR-01 /072 W

----- 053106

R 250345Z AUG 73

FM USLO PEKING

TO SECSTATE WASHDC 615

INFO AMCONSUL HONG KONG

CONFIDENTIAL PEKING 0902

E.O. 11652: GDS

TAGS: ETR

BTRA, CH

SUBJECT: AMERICAN BUSINESSMEN IN PEKING

1. AT PRESENT IN PEKING FOR NEGOTIATIONS RELATED TO PLANT

SALES ARE THE FOLLOWING:

2. M.W. KELLOG SENIOR PROJECT MANAGER WALTER BURYN

IS HEADING TECHNICAL GROUP PERTAINING TO EXECUTION OF CONTRACTS
ALREADY SIGNED FOR THREE AMMONIA PLANTS WORTH ABOUT \$75 MILLION
(PEKING 345). HE ALSO INNORMED US IN CONFIDENCE THAT

PRELIMINARY TALKS FOR FIVE ADDITIONAL PLANTS ARE ALSO IN PROGRESS
AND THAT SENIOR VICE PRESIDENT PETRIE MAY COME TO PEKING IN
TWO WEEKS TO TAKE PART IN THESE NEGOTIATIONS. MAIN PROBLEM
IN POSSIBLE SALE OF ADDITIONAL PLANTS, BURYN SAID, IS PRICE
DUE TO RISING COSTS FOR KELLOGG IN THE US.

3. STANDARD OIL OF INDIANA REPS, TOGETHER WITH REPS OF
SNAM PROGRETTI, ARE BACK FOR FURTHER DISCUSSIONS WITH
TECHIMPORT ON THE SALE OF \$14-15 MILLION POLYPROPYLENE
PLANT THAT WOULD COMPRISE MATERIALS FROM SNAM AND
TECHNOLOGY FROM STANDARD OF INDIANA (PEKING A-11). THESE
TALKS PROCEEDING SATISFACTORILY.

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BRUCE

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